

Message Text

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PAGE 01 ATHENS 01217 091411Z

43

ACTION COME-00

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FM AMEMBASSY ATHENS

TO SECSTATE WASHDC 2568

INFO AMEMBASSY BRUSSELS

UNCLAS ATHENS 1217

E.O. 11652: N/A

TAGS: BEXP, BENC, GR

SUBJECT: PRODUCT OPPORTUNITY - TELEPHONE SYSTEMS

REF: (A) ATHENS 7745, 10/8/75; (B) STATE 304806, 12/30/75,

(C) ATHENS 10277, 12/31/75

EMBREP ATTENDED ON JANUARY 30 OPENING OF BIDS SUBMITTED BY THREE US AND TEN FOREIGN FIRMS FOR THE SUPPLY OF 400 LINE CONCENTRATORS. PRICES (CONVERTED INTO DOLLARS), FINANCING, AND DELIVERY TERMS, AS ANNOUNCED BY HELLENIC TELECOMMUNICATIONS ORGANIZATION (OTE) OFFICIAL DURING BID OPENING, WERE AS FOLLOWS. (THESE DATA MAY CHANGE FOLLOWING EXAMINATION AND ANALYSIS BY THE PROCURING AGENCY'S EVALUATION COMMITTEE):

(1) LYNCH (US) \$7.3 MILLION C&F
PAYMENT TERMS (EXIM'S): 10 PERCENT CASH, 45 PERCENT
DIRECT CREDIT, 45 PERCENT GUARANTEE OF COMMERCIAL CREDIT;
REPAYABLE IN 10 SEMI-ANNUAL INSTALLMENTS
DELIVERY: IN ACCORDANCE WITH BID TERMS: 1976 TO 1980

(2) ANACONDA (US) \$5.1 MILLION C&F
PAYMENT TERMS: BY LETTER OF CREDIT. FIVE THOUSAND DISCOUNT
IF PAID IN CASH. CREDIT TERMS SUBJECT TO NEGOTIATION
DELIVERY: IN ACCORDANCE WITH BID TERMS

(3) ITT HELLAS (MANUFACTURED IN GREECE \$3.1 MILLION EX-FACTORY
PAYMENT TERMS: IN FORTY DAYS FROM SIGNING OF CONTRACT
DELIVERY: IN FIFTEEN MONTHS FROM SIGNING OF CONTRACT
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(4) GFELLER (SWISS) \$3 MILLION C&F
PAYMENT TERMS: FIFTEEN PERCENT AGAINST SHIPPING DOCUMENTS;
EIGHTY FIVE PERCENT IN TEN SEMI-ANNUAL INSTALLMENTS; AT ONE AND
THREE QUARTERS PERCENT OVER SWISS "BONDS DE CAISE."
DELIVERY: TO COMMENCE IN TWELVE MONTHS AND BE COMPLETED IN 1980

(5) AEG-TELEFUNKEN(GERMANY) \$3.9 MILLION
PAYMENT TERMS: FIVE PERCENT CASH; TEN PERCENT AGAINST DOCUMENTS;
EIGHTY FIVE PERCENT IN TEN SEMI-ANNUAL INSTALLMENTS, BEGINNING
SIX MONTHS FROM PROVISIONAL ACCEPTANCE AT EIGHT PERCENT INTEREST

(6) TELCON (BELGIUM) \$4.5 MILLION C&F
FORTY SEVEN PERCENT VALUE ADDED
FINANCING OF BELGIAN COMPONENT: FIFTEEN PERCENT CASH;
EIGHTY FIVE PERCENT CREDIT UNDER THE TERMS OF BELGIAN CREDIT
EXPORT (INDICATIVELY, 5 YEARS AT 8.8 PERCENT)
DELIVERY: TO START IN EIGHT MONTHS FROM SIGNING OF CONTRACT

(7) ALPHA (82 PERCENT LOCALLY MANUFACTURED) \$.1 MILLION
PAYMENT TERMS, FIFTEEN PERCENT CASH
DELIVERY: IN 1977 AND 1978

(8) ELECTRONUM (ROMANIA) \$3.4 MILLION C&F
PAYMENT (IN CLEARING DOLLARS: (A) TEN PERCENT CASH; NINETY
PERCENT IN FIVE ANNUAL INSTALLMENTS AT SEVEN PERCENT INTEREST.
(B) FIFTEEN PERCENT AGAINST SHIPPING DOCUMENTS; EIGHTY FIVE
PERCENT IN FIVE ANNUAL INSTALLMENTS AT SEVEN PERCENT
DELIVERY: 1976 TO 1980

(9) FUJITSU (JAPAN) \$8.3 MILLION C&F
PAYMENT: IN THIRTY DAYS (AGAINST DOCUMENTS)
DELIVERY: IN TEN MONTHS FROM PLACEMENT OF ORDER

(10) HITACHI (JAPAN) \$12.6 MILLION FOB
PAYMENT: FIVE PERCENT CASH; FIFTEEN PERCENT BY LETTER OF CREDIT;
EIGHTY PERCENT IN FIVE YEARS AT 7.5 PERCENT INTEREST
DELIVERY: TO BEGIN IN TEN MONTHS AND BE COMPLETED IN FIFTY
EIGHT

(11) SUMITOMO (JAPAN) \$2.4 MILLION C&F
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PAYMENT: TEN PERCENT AGAINST SHIPPING DOCUMENTS; TEN PERCENT
BY LETTER OF CREDIT; EIGHTY PERCENT IN SIX SEMI-ANNUAL INSTALLMENTS
AT 7.5 PERCENT

(12) INDIAN TELEPHONE (INDIA) \$2.1 MILLION C&F
PAYMENT BY LETTER OF CREDIT. WILLING TO DISCUSS PAYMENT TERMS
DELIVERY: 1976-1977

(13) KOVO (CZECHOSLOVAKIA) PARTIAL OFFER \$826,700 C&F
PAYMENT AGAINST DOCUMENTS THROUGH THE BILATERAL CLEARING
ACCOUNT. DELIVERY IN FOURTEEN MONTHS FROM PLACEMENT OF ORDER.
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